

Message Text

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ACTION ARA-14

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FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 4150

UNCLAS MEXICO 13341

FOR PPC-JOHNSON

EO 11652: N/A

TAGS: EGEN

SUBJECT: RECOMMENDATIONS FOR PANELISTS IN CONFERENCE ON
U.S.-MEXICAN TRADE AND INVESTMENT

REF: STATE 176433

1. AS AGREED UPON IN AUGUST 8 FERGUSON-MOORE TELECON
EMBASSY IS HERewith SUPPLYING A LIST OF THE PEOPLE IT
HAS CONTACTED ABOUT PARTICIPATING IN THE SAN ANTONIO
CONFERENCE. EACH OF THE PROSPECTIVE PARTICIPANTS HAS
RECEIVED A LETTER FROM THE AMBASSADOR OUTLINING THE
AGENDA OF THE CONFERENCE SO FAR AS IS KNOWN, DESCRIBING
THE PANEL AND PARTICULAR TOPIC ON WHICH THE PERSON WILL
BE INVITED TO SPEAK, AND ALERTING HIM TO THE FORTHCOMING
FORMAL INVITATION FROM TODMAN. A PLEA FOR A PROMPT
RESPONSE, WISHFUL THOUGH IT MAY BE, IS ALSO INCLUDED.
FOLLOWING IS A LIST, ORGANIZED BY WORKSHOP, OF THE
EMBASSY'S FIRST CHOICES.

2. INVESTMENT WORKSHOP I, FINANCING SOURCES AND
PROBLEMS: 1) ROLE OF NAFINSA--CARLOS MARTINEZ ULLOA,
INTERNATIONAL TRANSACTION MANAGER OF NAFINSA; 2) ROLE
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OF THE BANK OF MEXICO--ALFREDO PHILLIPS, SUB-DIRECTOR
FOR INTERNATIONAL AFFAIRS OF THE BANK OF MEXICO;
3) ROLE OF MEXICAN COMMERCIAL BANKS--EUGENIO ERANA,
PRESIDENT OF THE MEXICAN BANKING ASSOCIATION.

3. INVESTMENT WORKSHOP II, MEXICAN INVESTMENT TERMS:
1) EQUITY OPTIONS IN MEXICAN INDUSTRIAL

SECTORS--CIPRIANA GOMEZ LARA, DIRECTOR OF THE NATIONAL REGISTRY OF FOREIGN INVESTMENT; 2) PATENTS, COPYRIGHTS, AND TRADEMARKS--CESAR SEPULVEDA, ATTORNEY AND FORMER FOREIGN MINISTRY OFFICIAL; 3) TECHNOLOGY TRANSFER ISSUES--JAIME ALVAREZ SOBERANIS, DIRECTOR OF THE NATIONAL REGISTRY OF TECHNOLOGY TRANSFER; 4) TAX CONSIDERATIONS--IGNACIO PICHARDO PAGAZA, UNDERSECRETARY OF TREASURY IN CHARGE OF TAXES; 5) LABOR RELATIONS--FRANCISCO ROCHA BANDALA, PRESIDENT OF FEDERAL BOARD OF CONCILIATION AND ARBITRATION. REACTING PANELISTS INVITED ARE SALVADORE P. LIO, REGIONAL DIRECTOR OF MONSANTO; WILLIAM UNDERWOOD, PRESIDENT OF ANDERSON CLAYTON AND CO.; AND WILLIAM SLOCUM, MANAGING DIRECTOR OF GM.

4. COMMERCIAL WORKSHOP I: 1) MEXICAN PERSPECTIVE ON DEVALUATION--LUIS ORCI, DIRECTOR OF CREDIT, MEXICAN TREASURY; 2) TERMS OF IMPORTING INTO MEXICO--HECTOR HERNANDEZ, UNDER-SECRETARY OF FOREIGN COMMERCE; 3) ATTRACTIONS AND PROBLEMS OF EXPORTING INTO MEXICO FROM THE U.S.--DEPARTMENT WILL CHOOSE APPROPRIATE U.S. BUSINESS PERSON.

5. COMMERCIAL WORKSHOP II: MEXICAN BUSINESS IN THE U.S.: TRADE AND TOURISM: 1) PROBLEMS OF MEXICANS SELLING TO THE U.S.--ADRIAN LAJOUS MARTINEZ, DIRECTOR OF IMCE; 2) U.S. TARIFF AND TRADE POLICIES--DEPARTMENT HAS UNCLASSIFIED

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CHOSEN STEPHEN LANDE; 3) TOURISM AS A MAJOR MEXICAN EXPORT--ANTONIO ENRIQUEZ SAVIGNAC, UNDER-SECRETARY OF TOURISM.

6. PANEL DISCUSSION OF MEETING HUMAN NEEDS--HUMAN CONSEQUENCES OF TRADE AND INVESTMENT DECISIONS: THE IMPACT ON COMMUNITY LIFE, WORK, AND OPPORTUNITY IN URBAN AND RURAL MEXICO OF TRADE AND INVESTMENT DECISIONS--ERNESTO MARCOS GACOMAN, DIRECTOR OF INDUSTRIAL DEVELOPMENT.

7. EMBASSY HAS ALSO CONTACTED DR. NATAN WARMAN, WHO HAS ACCEPTED, FERNANDO SOLANA, AND AL WICHTRICH, PRESIDENT OF THE AMERICAN CHAMBER OF COMMERCE. WICHTRICH HAS ALSO ACCEPTED. PRESUMABLY AN INVITATION FROM TODMAN TO WICHTRICH, SIMILAR TO WARMAN LETTER, WILL BE POUCHED. IT IS TO BE EXPECTED THAT A CERTAIN NUMBER OF THESE PEOPLE WILL NOT BE ABLE TO ATTEND THE CONFERENCE. EMBASSY WILL REPORT CHANGES IN THIS LIST.

8. DURING COURTESY CALL AUG. 10, AMBASSADOR REPEATED INVITATION TO SOLANA TO BE FEATURED SPEAKER ON WEDNESDAY,

SEPTEMBER 21. SOLANA EXPLAINED THAT HE AND NUMBER OF
OTHER OFFICIALS WERE WAITING TO SEE WHO PRESIDENT
DESIGNATED TO GO TO WHICH U.S. CITIES TO PRESENT
MEXICAN INDEPENDENCE DAY SPEECHES (GRITO) ON SEPT. 16.
WHOEVER WENT TO SAN ANTONIO WOULD PROBABLY STAY AT LEAST
FOR FAIR. HE PROMISED, HOWEVER, TO GIVE US FIRM
RESPONSE WITHIN ONE WEEK. LUCEY

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